

# RETAIL BUSINESS CONSULTANT

You thrive in fast-paced environments, and you are enthusiastic, action-oriented, and results-driven. You are an ambitious self-starter with a strong work ethic, intense will-to-win attitude, and demonstrated personal excellence. You are familiar with global retail trends and brands. If you recognize your true self above, we would like to offer you your next career step.

Cushman&Wakefield Forton is an advisory company focused on commercial real estate. We are Alliance Partner of Cushman & Wakefield - one of the world's largest commercial real estate consultancy companies. We offer a wide range of commercial real estate services.

## WE ARE LOOKING FOR RETAIL BUSINESS CONSULTANT

### What will be your responsibilities:

- Development and execution of retail strategies in compliance with market's and clients' needs;
- Proactive identification and development of relationships with strategic clients;
- Active communication with both existing retailers and brands with expansion potential;
- Setting up portfolio strategic advisory and strategic tenant mix;
- Detailed knowledge of the retail segment in Bulgaria, including shopping centers, retail parks, high streets;
- Structuring the sales process;
- Preparing reports for clients;
- Leading negotiations;
- Monitoring of sales revenues and identifying retail real estate trends;
- Achieving personal targets.

### What we expect:

- Master's/Bachelor's degree in Economics or other relevant;
- At least 2 years on a similar position;



- Experience in commercial real estate business will be considered as an advantage as well as personal contacts with main retail players on the market;
- Ability to feel the clients' needs and deliver best solutions with strong focus on the end result;
- A trustworthy person with a “can do” attitude, including creative approach to clients, sense of urgency and aiming at highest quality work;
- Ability to develop long term relationship;
- Strong negotiation and analytical skills;
- Outgoing and communicative personality;
- Open-minded and self-motivated person;
- Self-management skills and high level of initiative;
- Fluent in English – both verbal and written;
- Ready to travel when needed to attend business meetings, events and exhibitions.

**At Cushman&Wakefield Forton you can rely on:**

- High ethical and professional standards;
- Care about the employees;
- Relevant introduction and training;
- Motivated and friendly team of real estate professionals;
- Competitive remuneration, including fixed and flexible part as well as additional benefits;
- Quality of service and customer satisfaction.

If you are interested in the position, please send us your CV to: [iva.borisova@cwforton.com](mailto:iva.borisova@cwforton.com).

All applications are treated strictly confidential and only short-listed candidates will be contacted for an interview.